

KOLOA PACIFIC CONSTRUCTION COMPANY CUTS BID TIME BY 50% WITH BID2WIN ESTIMATING & BIDDING

Michael Asbell joined California-based engineering company Koloa Pacific last year as lead estimator and business development manager. Having used BID2WIN Estimating & Bidding at his previous job, Asbell knew that the standardized solution would be the perfect asset to his new position. "I have used BID2WIN Estimating & Bidding for the past five years, and I make it a requirement to have BID2WIN as my estimating software."



Prior to purchasing BID2WIN, Koloa Pacific was using a custom built program to manage the estimating and bidding process, but wanted to switch to a new solution to avoid the 'pitfalls and glitches' that seem to occur with custom software.

SINCE PURCHASING BID2WIN IN 2009, KOLOA PACIFIC HAS SEEN A SIGNIFICANT RETURN ON THEIR INVESTMENT, SAYS ASBELL. "MY BID TIME IS CUT BY 50% OR BETTER WHEN USING BID2WIN, AND WE ARE PUTTING OUT MUCH BETTER AND MORE RESPONSIVE BIDS TO OUR CLIENTS."

Koloa Pacific also saves time by interfacing with their project management software, Microsoft Project. "The integration between BID2WIN and Microsoft Project cuts the time spent putting a schedule together by 60%," explains Asbell.

And BID2WIN's reporting capabilities allow Asbell to pass information to management, accounting and field staff more quickly and efficiently. "We are task-tracking to see if our estimates are right," he says.

"We recently were awarded a multi-family housing unit project based upon the packaging and presentation of our bid. BID2WIN allowed me to break down our different tasks into fine detail, to show the client the depth and varying items of our work with the click of a mouse," he continues. "From the first step to the last step, BID2WIN is always great!"